

SELIGMAN

HARVESTER:
THE PATH TO YOUR
SELIGMAN SOLUTION

BEST AVAILABLE COPY

WORKBOOK



TIMES

CHANGE



VALUES

ENDURE



J. & W. SELIGMAN & CO.
INCORPORATED
ESTABLISHED 1864

FIG. 1A

09255770 030459

Harvester Workbook

This workbook is designed to help you approximate your retirement income needs. Once you have completed the workbook, meet with your financial advisor to discuss the results. He or she can help you construct an investment strategy suited to your specific needs.

Name: _____

Date: _____

INVESTABLE ASSETS — Taking inventory of how much you have to invest, as well as your current asset allocation, is necessary to determine where your portfolio needs to be adjusted.

	COMBINED	HUSBAND	WIFE
a) CDs	_____	_____	_____
b) Money Market Funds/ Bank Deposits	_____	_____	_____
c) Individual Bonds	_____	_____	_____
d) Individual Stocks	_____	_____	_____
e) Tax-Exempt Bond Mutual Funds	_____	_____	_____
f) Taxable Bond Mutual Funds	_____	_____	_____
g) Equity Mutual Funds	_____	_____	_____
h) IRA or Other Tax-Deferred Plans	_____	_____	_____
i) Other	_____	_____	_____
	_____	_____	_____
	_____	_____	_____
J) TOTAL INVESTABLE ASSETS	\$ _____	\$ _____	\$ _____

Go to Page 3.
Insert this figure in Section 6.
Line 2 AND Section 7. Line 2

ESTIMATED SOURCES OF INCOME — For most retirees, the income they receive from Social Security and company-sponsored pensions will not be sufficient to sustain their lifestyle in retirement. However, if prudently utilized, your retirement account can be nicely supplemented with these sources of income. Please indicate below the MONTHLY income you and your spouse derive from each source.

	COMBINED	HUSBAND	WIFE
a) Social Security	_____	_____	_____
b) Pension Plan	_____	_____	_____
c) Monthly Survivor Benefit	_____	_____	_____
d) Fixed Annuity Payments	_____	_____	_____
e) Variable Annuity Payments	_____	_____	_____
f) Other	_____	_____	_____
	_____	_____	_____
SUBTOTAL	_____	_____	_____

Multiply monthly subtotal by 12 to arrive at:

**g) TOTAL YEARLY
INCOME** \$ _____ \$ _____ \$ _____

Go to Page 3.
Insert this figure in Section 5. Line 2

ESTIMATED FIXED EXPENSES ("Needs") — Needs are your set expenses that cannot be compromised. This is the minimum amount of money required for you to live. Please indicate your MONTHLY expenses below.

- a) Mortgage/Rent _____
- b) Health Insurance _____
- c) Taxes
Income (federal/state, local) _____
Real Estate _____
- d) Car Insurance/Maintenance _____
- e) Basic Living Expenses
(i.e., food, clothing, etc.) _____
- f) Other
(i.e., home maintenance,
medical costs, insurance, etc.) _____
- _____
- _____
- SUBTOTAL _____

Multiply monthly subtotal by 12 to arrive at:

g) TOTAL YEARLY NEEDS

\$ _____

Insert this figure in Section 5, Line 1.

FLEXIBLE EXPENSES ("Wants") — These expenses are not absolute priorities; however, they are things that improve your quality of life. If need be, these are things you can postpone or, perhaps, do without. Please indicate your MONTHLY expenses below.

- a) Travel _____
- b) Dining/Entertainment _____
- c) Gifts to Charity _____
- d) Gifts to Children/Grandchildren _____
- e) New Car _____
- f) Hobbies _____
- g) Other

- SUBTOTAL _____

Multiply monthly subtotal by 12 to arrive at:

h) TOTAL YEARLY WANTS

\$ _____

Insert this figure in Section 7, Line 1.

ESTIMATE YOUR "NET NEED"

1. TOTAL "NEEDS" (Section 3, Line "g")

minus

2. TOTAL COMBINED INCOME
(Section 2, Line "g")

3. ESTIMATED NET NEED

Insert this figure
in Section 6, Line 1, below.

\$ _____

ESTIMATE YOUR FIXED-DOLLAR "NEED" RELATIVE TO YOUR ASSETS

1. NET NEED (estimated from Section 5)

divided by

2. TOTAL INVESTABLE ASSETS
(Section 1, Line "j")

**3. ESTIMATED NET FIXED-DOLLAR NEED
AS A PERCENT OF TOTAL ASSETS**

Insert this figure
in Section 8, Line 1, below.

_____ %

ESTIMATE YOUR FIXED-PERCENT "WANTS" RELATIVE TO YOUR ASSETS

1. TOTAL "WANTS"
(Section 4, Line "h")

divided by

2. TOTAL INVESTABLE ASSETS
(Section 1, Line "j")

**3. ESTIMATED WANTS AS A PERCENT
OF TOTAL ASSETS**

Insert this figure
in Section 8, Line 2, below.

_____ %

DETERMINE YOUR TOTAL NET NEEDS PLUS WANTS

**1. ESTIMATED NET FIXED-DOLLAR NEED AS A PERCENT OF
TOTAL ASSETS**
(Section 6, Line "3")

plus

2. ESTIMATED WANTS AS A PERCENT OF TOTAL ASSETS
(Section 7, Line "3")

3. TOTAL NET NEED PLUS WANTS

_____ %

_____ %

_____ %

HARVESTER PROPOSAL REQUEST FORM

How to Generate a Harvester Proposal for Your Client

1. Review the completed Harvester Workbook with your client and revise the information as necessary.
2. Complete this form and fax it along with the Workbook sheets

Seligman will notify you upon receipt of your request and schedule an appointment to review the proposal at your earliest convenience.

If you have any questions about generating a Harvester proposal, please contact your Seligman Sales Professional



Financial Advisor Information

Name _____ Title _____
Rep Number _____ Firm _____
Street Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____ E-mail _____

Client Information

In addition to providing client names, please indicate how you wish your clients to be addressed in the proposal by checking the appropriate courtesy titles.

☐ Mr. ☐ Ms.
☐ Messrs. ☐ Miss
☐ Mrs. ☐ Mr. and Mrs.

☐ Mr. ☐ Ms.
☐ Messrs. ☐ Miss
☐ Mrs. ☐ Mr. and Mrs.

Name _____

Name _____

Your Harvester Recommendation

Select a Withdrawal Strategy
(total cannot exceed 12%)

____ % fixed-dollar
____ % fixed-percentage

Select a Harvester
Portfolio

- ☐ Harvester 30-60-10
☐ Harvester 40-50-10
☐ Harvester 50-40-10
☐ Harvester 55-35-10
☐ Harvester 60-30-10
☐ Harvester 65-25-10
☐ Harvester 70-20-10
☐ Harvester 75-15-10
☐ Harvester 80-10-10

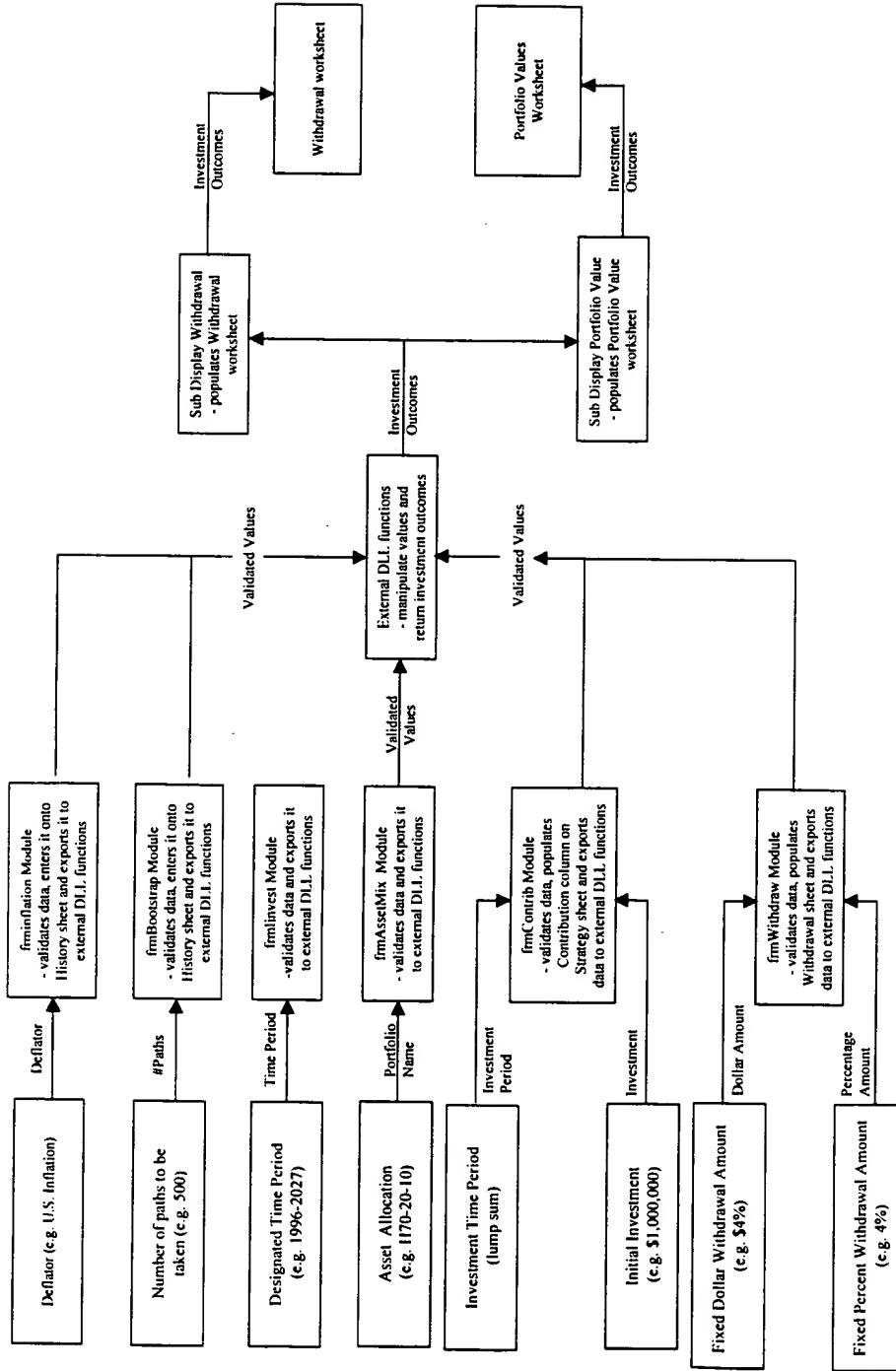


FIG. 3

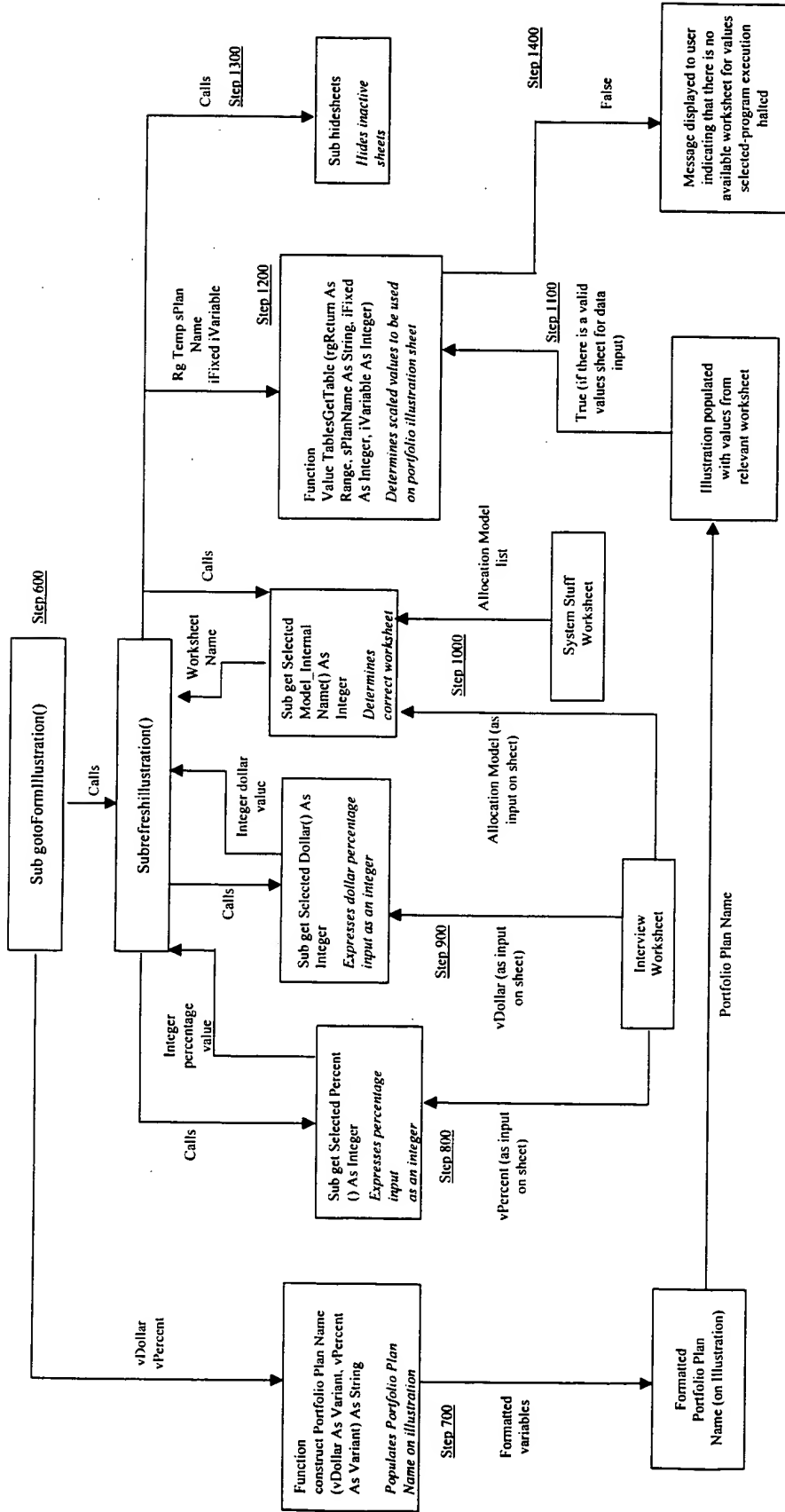


FIG. 4

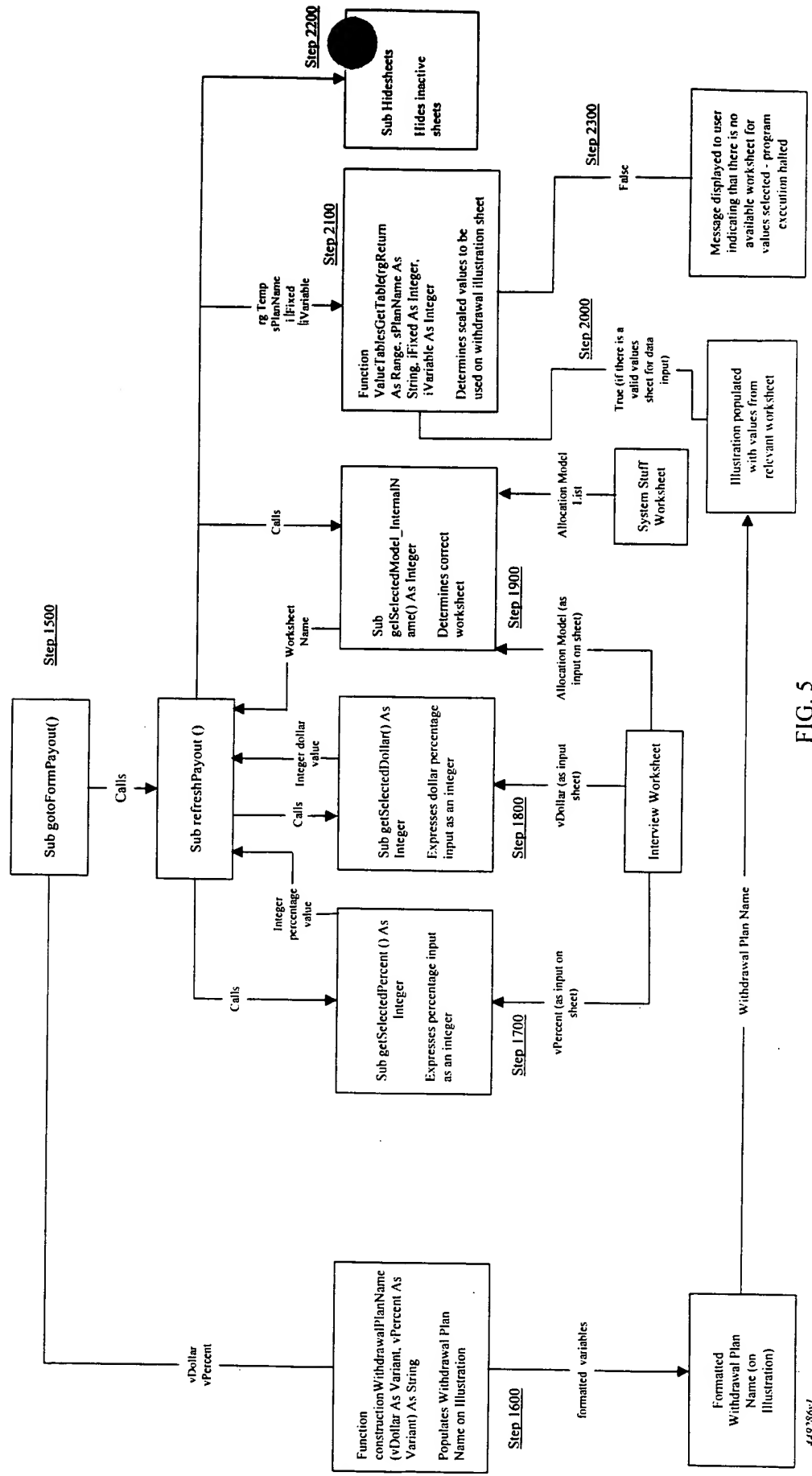


FIG. 5



SELIGMAN HARVESTER

Prepared For:

Mr. & Mrs. M.T. Nester

Date Prepared:

12/18/98

Initial Investment:

\$1,000,000

6% Fixed Dollar Withdrawal

(Percent of initial investment)

(indexed to inflation)

2% Fixed Percent Withdrawal

(Percent of each year's portfolio value)

Asset Allocation: H 60-30-10

60% Equity

35% U.S. Large-Cap Stocks

10% U.S. Small-Cap Stocks

15% International Large-Cap Stocks

30% Bonds

30% U.S. Corporate Bonds

10% Cash

10% U.S. Treasury Bills

Prepared by:

Trusted Financial Advisor

Seligman Financial Services has supplied this illustration in response to the request of a specific client, and it has been prepared to meet that client's special instructions. It may not be reproduced or used in verbal or written form with other clients. This hypothetical illustration is not a forecast or a projection of future results; it is based on the Monte Carlo Statistical Technique which uses historical data from 1950 to 1997 (in random order) on various asset allocation and withdrawal strategies. The resulting hypothetical returns are based on asset class returns, not specific fund returns. A more detailed explanation of the Monte Carlo Statistical Technique is available by calling Seligman Financial Services at 800-221-2783.

This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

6% of initial investment increased each year by prior year's change in CPI, and 2% prior year-end portfolio value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$60,000

Fixed-Percent Withdrawal:

2%

Hypothetical Portfolio Value*

Year-end	worst		median				best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435	
2	\$850,918	\$944,880	\$982,461	\$1,057,331	\$1,126,935	\$1,165,257	\$1,265,272	
3	\$824,151	\$939,876	\$988,487	\$1,076,537	\$1,168,756	\$1,223,946	\$1,361,180	
4	\$800,394	\$932,463	\$990,231	\$1,098,422	\$1,216,470	\$1,283,362	\$1,456,457	
5	\$768,475	\$922,589	\$990,935	\$1,118,759	\$1,263,042	\$1,337,338	\$1,554,676	
6	\$732,195	\$909,642	\$991,877	\$1,146,161	\$1,305,702	\$1,390,268	\$1,644,182	
7	\$700,209	\$899,173	\$992,040	\$1,161,595	\$1,347,509	\$1,457,015	\$1,747,829	
8	\$661,306	\$885,381	\$982,734	\$1,171,321	\$1,381,594	\$1,509,554	\$1,856,002	
9	\$615,379	\$860,045	\$967,962	\$1,184,430	\$1,419,805	\$1,556,845	\$1,957,407	
10	\$566,358	\$827,028	\$955,164	\$1,193,938	\$1,455,207	\$1,622,201	\$2,094,930	
11	\$504,172	\$802,324	\$939,743	\$1,198,744	\$1,484,781	\$1,669,687	\$2,218,841	
12	\$437,575	\$760,936	\$912,278	\$1,199,617	\$1,527,180	\$1,742,782	\$2,343,367	
13	\$366,411	\$710,816	\$884,135	\$1,198,449	\$1,567,807	\$1,793,033	\$2,487,663	
14	\$276,430	\$657,628	\$835,265	\$1,193,484	\$1,594,289	\$1,871,025	\$2,647,814	
15	\$171,845	\$595,631	\$790,903	\$1,177,056	\$1,618,199	\$1,939,594	\$2,803,478	
16	\$52,423	\$522,914	\$732,166	\$1,151,612	\$1,627,443	\$1,985,440	\$2,973,473	
17	\$0	\$435,351	\$663,157	\$1,126,536	\$1,659,522	\$2,047,126	\$3,139,024	
18	\$0	\$341,800	\$593,386	\$1,076,096	\$1,699,076	\$2,080,982	\$3,323,710	
19	\$0	\$224,865	\$496,243	\$1,033,100	\$1,705,136	\$2,133,980	\$3,520,748	
20	\$0	\$98,386	\$392,148	\$989,280	\$1,727,174	\$2,186,380	\$3,762,233	
21	\$0	\$0	\$273,373	\$923,105	\$1,703,988	\$2,253,701	\$3,975,705	
22	\$0	\$0	\$143,667	\$844,825	\$1,711,708	\$2,310,783	\$4,234,921	
23	\$0	\$0	\$0	\$756,668	\$1,707,092	\$2,364,316	\$4,457,672	
24	\$0	\$0	\$0	\$643,307	\$1,675,231	\$2,388,383	\$4,669,336	
25	\$0	\$0	\$0	\$530,677	\$1,638,605	\$2,470,251	\$5,055,213	
26	\$0	\$0	\$0	\$390,169	\$1,613,535	\$2,523,686	\$5,349,681	
27	\$0	\$0	\$0	\$225,483	\$1,589,209	\$2,515,169	\$5,703,970	
28	\$0	\$0	\$0	\$58,317	\$1,537,250	\$2,572,615	\$5,988,614	
29	\$0	\$0	\$0	\$0	\$1,476,118	\$2,615,649	\$6,451,418	
30	\$0	\$0	\$0	\$0	\$1,390,051	\$2,638,417	\$6,820,765	

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

6% of initial investment increased each year by prior year's change in CPI, and 2% prior year-end portfolio value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$60,000

Fixed-Percent Withdrawal:

2%

Hypothetical Withdrawal Value in Constant Dollars*

Year	worst			median			best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
2	\$76,854	\$78,204	\$78,626	\$79,936	\$80,814	\$81,471	\$82,560	
3	\$75,242	\$77,335	\$78,170	\$79,648	\$81,128	\$81,921	\$83,915	
4	\$73,994	\$76,504	\$77,535	\$79,322	\$81,116	\$82,129	\$84,978	
5	\$72,966	\$75,655	\$76,827	\$78,969	\$81,145	\$82,451	\$85,946	
6	\$71,949	\$74,905	\$76,174	\$78,580	\$81,086	\$82,618	\$86,552	
7	\$70,868	\$74,039	\$75,535	\$78,198	\$81,037	\$82,629	\$87,240	
8	\$69,969	\$73,346	\$74,876	\$77,775	\$80,949	\$82,864	\$88,038	
9	\$68,954	\$72,515	\$74,212	\$77,257	\$80,650	\$82,896	\$88,914	
10	\$67,916	\$71,624	\$73,344	\$76,799	\$80,507	\$82,848	\$89,338	
11	\$66,897	\$70,853	\$72,593	\$76,250	\$80,333	\$82,900	\$90,047	
12	\$65,924	\$70,082	\$71,966	\$75,691	\$79,960	\$82,593	\$91,088	
13	\$64,919	\$69,035	\$71,057	\$75,191	\$79,817	\$82,810	\$91,669	
14	\$63,787	\$68,169	\$70,198	\$74,629	\$79,571	\$82,679	\$92,775	
15	\$62,630	\$67,108	\$69,415	\$73,986	\$79,193	\$82,739	\$93,580	
16	\$61,445	\$66,330	\$68,551	\$73,393	\$78,725	\$82,622	\$94,359	
17	\$11,174	\$65,278	\$67,577	\$72,654	\$78,252	\$82,223	\$95,172	
18	\$0	\$64,217	\$66,681	\$71,741	\$77,900	\$82,227	\$96,108	
19	\$0	\$63,102	\$65,669	\$70,789	\$77,609	\$82,038	\$96,848	
20	\$0	\$61,918	\$64,643	\$70,051	\$76,900	\$81,822	\$97,539	
21	\$0	\$34,434	\$63,497	\$69,244	\$76,382	\$81,677	\$98,917	
22	\$0	\$0	\$62,322	\$68,270	\$75,866	\$81,517	\$99,248	
23	\$0	\$0	\$58,933	\$67,294	\$75,516	\$81,407	\$100,515	
24	\$0	\$0	\$0	\$66,313	\$74,921	\$81,320	\$102,194	
25	\$0	\$0	\$0	\$65,342	\$74,447	\$81,112	\$102,472	
26	\$0	\$0	\$0	\$64,251	\$73,548	\$80,769	\$103,462	
27	\$0	\$0	\$0	\$63,153	\$72,989	\$80,404	\$105,151	
28	\$0	\$0	\$0	\$61,995	\$72,404	\$79,724	\$105,939	
29	\$0	\$0	\$0	\$40,285	\$71,707	\$79,715	\$106,674	
30	\$0	\$0	\$0	\$0	\$70,991	\$79,369	\$107,760	

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.

FIG. 6C



SELIGMAN HARVESTER

Prepared For:

Mr. & Mrs. M.T. Nester

Date Prepared:

12/18/98

Initial Investment:

\$1,000,000

8% Fixed Dollar Withdrawal

(Percent of initial investment)

(indexed to inflation)

0% Fixed Percent Withdrawal

(Percent of each year's portfolio value)

Asset Allocation: H 60-30-10

60% Equity

35% U.S. Large-Cap Stocks

10% U.S. Small-Cap Stocks

15% International Large-Cap Stocks

30% Bonds

30% U.S. Corporate Bonds

10% Cash

10% U.S. Treasury Bills

Prepared by:

Trusted Financial Advisor

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This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

8% of initial investment increased each year by prior year's change in CPI, and 0% prior year-end portfolio value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$80,000

Fixed-Percent Withdrawal:

0%

Hypothetical Portfolio Value*

	Hypothetical Ordino Value						
	worst			median		best	
Year-end	10%	25%	33.3%	50%	33.3%	25%	10%
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435
2	\$849,057	\$943,546	\$981,007	\$1,057,215	\$1,127,475	\$1,165,573	\$1,266,537
3	\$815,181	\$934,992	\$986,064	\$1,075,431	\$1,170,269	\$1,226,800	\$1,365,675
4	\$785,819	\$923,056	\$984,303	\$1,094,434	\$1,218,632	\$1,287,213	\$1,468,546
5	\$745,958	\$907,972	\$978,490	\$1,114,935	\$1,264,265	\$1,343,392	\$1,571,719
6	\$697,494	\$888,493	\$975,143	\$1,137,473	\$1,308,079	\$1,394,798	\$1,668,481
7	\$652,250	\$868,743	\$969,068	\$1,146,129	\$1,345,226	\$1,469,682	\$1,778,619
8	\$594,612	\$838,628	\$951,030	\$1,153,562	\$1,385,941	\$1,523,157	\$1,903,712
9	\$529,475	\$795,602	\$919,423	\$1,159,347	\$1,419,886	\$1,582,890	\$2,018,682
10	\$449,512	\$748,268	\$892,475	\$1,159,634	\$1,458,675	\$1,639,571	\$2,176,909
11	\$359,435	\$696,262	\$856,076	\$1,151,157	\$1,482,678	\$1,701,569	\$2,324,542
12	\$250,114	\$622,261	\$808,348	\$1,145,369	\$1,518,579	\$1,768,017	\$2,457,949
13	\$127,644	\$544,590	\$749,274	\$1,128,334	\$1,558,840	\$1,831,698	\$2,648,669
14	\$0	\$449,789	\$676,562	\$1,100,921	\$1,580,883	\$1,909,881	\$2,839,252
15	\$0	\$338,520	\$587,271	\$1,066,011	\$1,601,314	\$1,977,959	\$3,033,729
16	\$0	\$207,620	\$480,967	\$1,001,849	\$1,608,024	\$2,009,015	\$3,249,732
17	\$0	\$55,897	\$363,261	\$950,828	\$1,624,107	\$2,088,877	\$3,484,713
18	\$0	\$0	\$226,957	\$866,949	\$1,640,546	\$2,129,294	\$3,716,335
19	\$0	\$0	\$61,203	\$783,521	\$1,629,220	\$2,193,543	\$3,978,596
20	\$0	\$0	\$0	\$672,299	\$1,616,114	\$2,244,252	\$4,319,594
21	\$0	\$0	\$0	\$549,180	\$1,615,858	\$2,337,112	\$4,667,577
22	\$0	\$0	\$0	\$394,465	\$1,572,527	\$2,374,242	\$5,013,552
23	\$0	\$0	\$0	\$219,237	\$1,525,456	\$2,437,533	\$5,484,194
24	\$0	\$0	\$0	\$16,017	\$1,478,593	\$2,473,907	\$5,846,923
25	\$0	\$0	\$0	\$0	\$1,433,418	\$2,572,333	\$6,336,589
26	\$0	\$0	\$0	\$0	\$1,357,268	\$2,608,380	\$6,752,117
27	\$0	\$0	\$0	\$0	\$1,240,488	\$2,651,684	\$7,327,322
28	\$0	\$0	\$0	\$0	\$1,120,305	\$2,728,876	\$7,899,809
29	\$0	\$0	\$0	\$0	\$982,858	\$2,765,225	\$8,707,062
30	\$0	\$0	\$0	\$0	\$794,809	\$2,751,469	\$9,305,635

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

8% of initial investment increased each year by prior
year's change in CPI, and 0% prior year-end portfolio
value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$80,000

Fixed-Percent Withdrawal:

0%

Hypothetical Withdrawal Value in Constant Dollars*

Year	worst		median				best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
2	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
3	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
4	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
5	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
6	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
7	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
8	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
9	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
10	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
11	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
12	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
13	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
14	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
15	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
16	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
17	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
18	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
19	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
20	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
21	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	
22	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	
23	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	
24	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	
25	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	
26	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	
27	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	
28	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	
29	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	
30	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.



SELIGMAN HARVESTER

Prepared For:

Mr. & Mrs. M.T. Nester

Date Prepared:

12/18/98

Initial Investment:

\$1,000,000

4% Fixed Dollar Withdrawal

(Percent of initial investment)

(indexed to inflation)

4% Fixed Percent Withdrawal

(Percent of each year's portfolio value)

Asset Allocation: H 60-30-10

60% Equity

35% U.S. Large-Cap Stocks

10% U.S. Small-Cap Stocks

15% International Large-Cap Stocks

30% Bonds

30% U.S. Corporate Bonds

10% Cash

10% U.S. Treasury Bills

Prepared by:

Trusted Financial Advisor

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This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

4% of initial investment increased each year by prior
year's change in CPI, and 4% prior year-end portfolio
value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$40,000

Fixed-Percent Withdrawal:

4%

Hypothetical Portfolio Value*

Year-end	worst		median				best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435	
2	\$854,148	\$947,259	\$983,210	\$1,058,242	\$1,127,255	\$1,164,633	\$1,262,505	
3	\$832,040	\$944,125	\$992,674	\$1,078,583	\$1,168,787	\$1,220,847	\$1,354,554	
4	\$813,830	\$942,149	\$996,732	\$1,103,022	\$1,213,692	\$1,278,930	\$1,446,897	
5	\$792,324	\$939,173	\$1,001,646	\$1,123,023	\$1,261,972	\$1,331,428	\$1,536,272	
6	\$763,249	\$934,215	\$1,009,555	\$1,153,922	\$1,304,627	\$1,382,618	\$1,619,465	
7	\$740,373	\$928,895	\$1,016,657	\$1,172,252	\$1,345,685	\$1,446,462	\$1,712,025	
8	\$720,340	\$922,629	\$1,017,896	\$1,186,507	\$1,383,094	\$1,500,436	\$1,813,004	
9	\$692,723	\$913,218	\$1,015,463	\$1,205,470	\$1,420,790	\$1,543,199	\$1,909,331	
10	\$666,793	\$894,486	\$1,011,785	\$1,222,233	\$1,459,561	\$1,601,396	\$2,020,531	
11	\$631,151	\$890,654	\$1,012,360	\$1,239,880	\$1,495,167	\$1,653,321	\$2,142,377	
12	\$592,035	\$868,177	\$1,001,223	\$1,254,233	\$1,541,491	\$1,719,287	\$2,249,344	
13	\$548,372	\$851,092	\$990,277	\$1,264,482	\$1,578,244	\$1,770,188	\$2,375,271	
14	\$497,012	\$823,377	\$969,833	\$1,273,279	\$1,615,114	\$1,851,364	\$2,509,797	
15	\$446,497	\$795,993	\$960,710	\$1,276,561	\$1,645,930	\$1,910,680	\$2,631,546	
16	\$389,354	\$755,366	\$931,178	\$1,274,595	\$1,669,088	\$1,958,243	\$2,749,933	
17	\$317,065	\$722,276	\$899,193	\$1,272,681	\$1,705,591	\$2,010,308	\$2,892,300	
18	\$246,797	\$678,588	\$862,419	\$1,265,259	\$1,750,146	\$2,064,261	\$3,031,773	
19	\$164,273	\$623,210	\$823,055	\$1,242,800	\$1,767,594	\$2,122,473	\$3,160,155	
20	\$72,176	\$558,492	\$785,203	\$1,231,574	\$1,787,969	\$2,165,047	\$3,353,314	
21	\$0	\$495,531	\$727,907	\$1,218,260	\$1,812,213	\$2,227,575	\$3,504,660	
22	\$0	\$423,888	\$660,861	\$1,189,019	\$1,825,809	\$2,288,277	\$3,704,715	
23	\$0	\$343,031	\$589,888	\$1,139,912	\$1,859,426	\$2,321,176	\$3,868,713	
24	\$0	\$253,429	\$506,466	\$1,107,115	\$1,882,761	\$2,386,618	\$4,007,877	
25	\$0	\$149,622	\$425,168	\$1,064,177	\$1,893,299	\$2,481,868	\$4,236,930	
26	\$0	\$35,989	\$322,038	\$999,625	\$1,896,900	\$2,501,464	\$4,460,488	
27	\$0	\$0	\$215,356	\$950,829	\$1,906,208	\$2,526,858	\$4,700,890	
28	\$0	\$0	\$89,142	\$891,375	\$1,901,023	\$2,600,253	\$4,903,494	
29	\$0	\$0	\$0	\$812,882	\$1,889,317	\$2,663,850	\$5,167,591	
30	\$0	\$0	\$0	\$710,135	\$1,879,119	\$2,714,387	\$5,345,616	

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.



SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

4% of initial investment increased each year by prior year's change in CPI, and 4% prior year-end portfolio value

Initial Investment:

\$1,000,000

Fixed-Dollar Withdrawal:
(indexed for inflation)

\$40,000

Fixed-Percent Withdrawal:

4%

Hypothetical Withdrawal Value in Constant Dollars*

	worst			median			best	
Year	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
2	\$73,709	\$76,407	\$77,251	\$79,871	\$81,627	\$82,942	\$85,120	
3	\$70,612	\$74,711	\$76,427	\$79,301	\$82,227	\$83,790	\$87,748	
4	\$68,220	\$73,154	\$75,175	\$78,685	\$82,156	\$84,162	\$89,722	
5	\$66,350	\$71,659	\$73,863	\$77,988	\$82,211	\$84,780	\$91,486	
6	\$64,652	\$70,256	\$72,670	\$77,276	\$82,027	\$85,031	\$92,553	
7	\$62,791	\$68,780	\$71,516	\$76,621	\$82,026	\$85,050	\$93,835	
8	\$61,135	\$67,552	\$70,391	\$75,949	\$81,772	\$85,358	\$94,916	
9	\$59,507	\$66,207	\$69,311	\$74,913	\$81,282	\$85,279	\$96,443	
10	\$57,778	\$64,948	\$68,073	\$74,210	\$80,886	\$85,157	\$97,037	
11	\$56,488	\$63,515	\$66,826	\$73,242	\$80,594	\$85,077	\$97,893	
12	\$54,929	\$62,375	\$65,660	\$72,393	\$79,844	\$84,710	\$99,663	
13	\$53,470	\$60,819	\$64,305	\$71,642	\$79,864	\$84,865	\$100,506	
14	\$52,021	\$59,471	\$63,044	\$70,691	\$79,271	\$84,485	\$102,038	
15	\$50,331	\$58,132	\$62,013	\$69,759	\$78,630	\$84,663	\$102,845	
16	\$48,648	\$56,844	\$60,682	\$68,721	\$77,830	\$84,080	\$103,732	
17	\$47,159	\$55,422	\$59,285	\$67,484	\$77,209	\$83,619	\$104,615	
18	\$45,430	\$53,919	\$57,941	\$66,273	\$76,565	\$83,523	\$105,872	
19	\$43,735	\$52,658	\$56,687	\$65,212	\$75,874	\$83,431	\$107,049	
20	\$42,163	\$51,203	\$55,187	\$64,052	\$75,017	\$82,701	\$107,592	
21	\$12,269	\$49,683	\$53,766	\$62,682	\$74,102	\$82,217	\$109,439	
22	\$0	\$48,155	\$52,251	\$61,585	\$73,368	\$81,621	\$109,644	
23	\$0	\$46,650	\$50,770	\$60,354	\$72,731	\$81,400	\$111,278	
24	\$0	\$45,083	\$49,252	\$58,947	\$71,806	\$81,444	\$111,363	
25	\$0	\$43,561	\$47,618	\$57,665	\$70,733	\$80,685	\$110,667	
26	\$0	\$41,873	\$46,073	\$56,310	\$70,256	\$80,216	\$113,192	
27	\$0	\$5,339	\$44,530	\$55,127	\$69,531	\$79,646	\$114,277	
28	\$0	\$0	\$42,806	\$53,808	\$68,229	\$78,757	\$113,510	
29	\$0	\$0	\$30,254	\$52,381	\$67,433	\$78,015	\$114,007	
30	\$0	\$0	\$0	\$50,863	\$66,205	\$77,682	\$115,656	

* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.

FIG. 8C